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**A Message from the Chairman,
Lieutenant Governor Charles J. Fogarty**

I am pleased to submit the 2004 annual report of the Small Business Advocacy Council.

As Lieutenant Governor I am proud to serve as Chairman of the Small Business Advocacy Council (SBAC). The goals of SBAC are to improve government relations with small businesses, to provide easily accessible information for business owners, and to provide the assistance necessary for small business owners to get started and grow their business in Rhode Island.

Throughout the year the council has worked to create an effective working relationship with area Chambers of Commerce, other small business advocacy groups, and most importantly, individual small business owners. Together, under the guidance of the SBAC, issues such as affordable health care, access to technical assistance and the monitoring and advocacy of legislative initiatives have been addressed. For more information on the Small Business Advocacy Council, I invite you to visit the Small Business Advocacy Council web site at <http://www.ltgov.ri.gov>.

In 2004 the SBAC continued to hold its meetings at the RI Economic Development Corporation in order for members to have greater input into and understanding of the activities of the RI EDC. This relationship between the SBAC and EDC has enhanced EDC's ability to assist the RI small business community. The Small Business Advocacy Council has proven to be an important asset in helping to foster the development of a stronger small business climate in the state.

Sincerely,

A handwritten signature in black ink, reading "Charles J. Fogarty". The signature is written in a cursive, flowing style with a large initial "C".

Charles J. Fogarty

Lieutenant Governor

Chairman, Small Business Advocacy Council

BACKGROUND OF THE SMALL BUSINESS ADVOCACY COUNCIL

The RI Small Business Advocacy Council was established to bring together leaders from the private and public sectors with the task of addressing the needs of small business owners in the state. The twenty-member council includes elected officials, small business owners, small business advocates and Chamber of Commerce Directors.

CHAIRPERSONS OF THE COUNCIL

1999–present: Lieutenant Governor Charles J. Fogarty

1997–1998: Lieutenant Governor Bernard A. Jackvony

1993–1996: Lieutenant Governor Robert Weygand

1989–1992: Lieutenant Governor Roger Begin

1985–1988: Lieutenant Governor Richard Licht

SMALL BUSINESS ADVOCACY COUNCIL

(*Memberships as of December 31, 2004)

Ex-Officio Members

Name	Representing
The Honorable Charles J. Fogarty	Office of the Lieutenant Governor
The Honorable Paul J. Tavares Designee: Gary Bliss	Office of the General Treasurer
Mathew A. Brown	Office of the Secretary of State

Designee: Sherry Carrera	
Vacant *	Chairman, Joint Committee On Small Business
Vacant *	Vice Chairman, Joint Committee On Small Business
Michael McMahon, Director Designee: Louis Soares	Economic Development Corporation
Adelita Orefice Designee: Christine Greico	Department of Labor and Training

The Governor's Appointments

Name	Representing
Curtis Spence	Public Member
Mark Pearson	Public Member
Christopher Paolino	Governor's staff

The Lieutenant Governor's Appointments

Name	Representing
Joshua Miller	Public Member
Janet White	Public Member
Raymond Fogarty	Business related department of higher educational institution

The Speaker's Appointments

Name	Representing
Vacant	Jt. Committee On Small Business, Minority Member

The Senate Majority Leader's Appointments

Name	Representing
John Gregory	Public Member
Edgar Ladoucer	Public Member

The Secretary of the State's Appointments

Name	Representing
Cheryl Watkins- Snead	Public Member

The General Treasurer's Appointments

Name	Representing
David Piacitelli	Public Member

* The Joint Committee on Small Business was not operational in 2004

THE 2004 SMALL BUSINESS ADVOCACY COUNCIL REPORT

The Small Business Advocacy Council works in the following areas to accomplish its mission: the development and support of public policy initiatives; public information and education, formal advocacy throughout state, local and federal government and advocacy within the minority business community. During 2004 the full Council held six meetings on the dates listed below. The Council also co-sponsored The Second Annual Latino Business Exposition, **The Business of Creativity: Tools for Artists** and two regional agricultural business seminars.

January 30	June 4
March 5 th	September 24 th
April 16 th	December 3 rd

Copies of all Council meetings are maintained in the office of the Lt. Governor. A summary of the Council's 2004 activities in each of the major areas of its work follows.

I. LEGISLATION and ADVOCACY.

During the 2004 legislative session the Council took on the role of informing its members of the status of numerous pieces of legislation that had potential effects on small businesses in the state. The Council put together a legislative tracker to update and brief its members of the status of the legislative proposals. In addition, the SBAC supported numerous public policy initiatives and advocated for them in the legislature. Chairman Fogarty sent correspondence to state leaders outlining the Council's public policy endorsements. The SBAC also developed a Regulatory Flexibility Act Working Group to assist the EDC in implementing the new law.

Public Policy Advocacy

- The Council sent a formal letter of advocacy to the RI Congressional Delegation urging their support of efforts to restore funding to the Manufacturing Extension Partnership (MEP). (See Appendix II). ***Through the urging of the SBAC and the RI Congressional Delegation the MEP funding was restored***
- The Council passed a resolution in support of fully funding the Samuel Slater Technology Fund from \$2,500,000 to \$5,000,000 (See Appendix III). ***The Slater Fund was increased to \$4,000,000 during the 2003 legislative session.***
- The Council passed a resolution in opposition to the proposed elimination of the US Small Business Administration Guarantee Fee Tax Credit (See Appendix IV). ***The US Small***

Business Administration Guarantee Fee Tax Credit was eliminated in 2004.

- The Council passed a resolution calling on the RI Division of Taxation to evaluate ambiguities in the sales tax structure, specifically how the sales tax relates to small bakeries (See Appendix V). ***The resolution was sent to the leadership in the General Assembly, the Governor and the Tax Administrator.***

RI Regulatory Flexibility Act Working Group

The RI Regulatory Flexibility Act, model legislation put forth by the US Small Business Administration's Office of Advocacy, was signed into law by the governor on September 13, 2004. The law will require the EDC to serve as an advocate for Rhode Island small businesses. It requires state agencies to notify the governor's office and the EDC of any proposed regulation before the start of the formal rule making process. If either office identifies a regulation as having the potential for an adverse economic impact, the agency will be required to prepare a "regulatory flexibility analysis" (a report contrasting the need for change with alternatives that could accomplish the aim of the rules and minimize the impact on small business).

In order to assist the Economic Development Corporation with administering this new law, the SBAC formed a working aimed at providing administrative recommendations. The workgroup met at the Economic Development Corporation on November 26th to assist EDC in developing administrative procedures.

RI Regulatory Flexibility Act Working Group Membership

Mark Deion, Chairman	President, Deion Associates & Strategies Inc. Vice Chair, Board of Directors, RI Small Business Alliance
Louis Soares	RI Economic Development Corporation
Jim Hurton	Narragansett Chamber of Commerce
John McAuley	SCORE Representative

Joe Cannon	CAS America Manufacturing
Moe Paradis	
Steve Umberger	US Small Business Administration
Mark Hayward	US Small Business Administration
Darlene Evans	South Kingstown Chamber of Commerce
Jerry Meyer	East Greenwich Chamber of Commerce

Recommendations

The workgroup proposed four recommendations to assist EDC with the administrative procedures of the Regulatory Flexibility process. They are:

1. A single point of contact is necessary in order to ensure the facilitation of the regulatory flexibility process. This person will serve as the prime conduit between the small business community and state agencies.
2. Marketing the regulatory flexibility process will foster the appropriate insight from businesses in determining the effects of certain regulations on small business. The **Every Company Counts** communication infrastructure would be a logical mechanism.
3. Incorporating the Secretary of State's e-regulation tracker service with the regulatory flexibility educational outreach system will allow businesses to receive updated notices of potential regulations.
4. Legislative language establishing small business ombudsmen in each state agency and a small business ombudsmen at the Economic Development Corporation.

II. PUBLIC INFORMATION, EDUCATION and OUTREACH

At the six meetings held by the Council, various speakers and presentations were scheduled to inform Council members of some of the issues and programs affecting the small business community. In addition to the informational presentations, Louis Soares, manager, small business services at the RI EDC, briefed the SBAC on the EDC's small business initiatives. In an attempt to inform members of the community about the SBAC and to get feedback from the state's business community, Chairman Fogarty visited numerous businesses and economic development organizations throughout the state. Listed below are the presentations made to the Council in 2004. Specific information on topics discussed at council meetings is available in the Office of the Lieutenant Governor.

January 30th

- **The Rhode Island Quality Institute: *Working to Improve the Quality, Safety and Efficiency of Healthcare in Rhode Island***

Larua Adams, President and CEO

Ms. Adams reported that the Quality Institute was a collaboration among hospitals, health care providers, insurers, business leaders and government officials for the purpose of improving the quality safety and value delivered by the healthcare system in Rhode Island. She noted that the vision of the Institute was to significantly improve quality, safety and efficiency of health care in the state. The institute believes that this work will contribute to the state's economic development efforts by positioning the state as the nation's leading thinkers in health care system improvement. The Institute is concerned with making the entire healthcare system work so that new efficiencies will lead to lower health care costs. For more information please visit <http://www.riqi.org>.

March 5th

- **RI Economic Development Corporation Update**

Michael McMahon, Director RI EDC

Director McMahon briefed the Council on the governor's jobs package. He said the EDC was focusing on three key areas. They are helping businesses to grow jobs, connecting workers to jobs and turning ideas into jobs. In order to help businesses grow, EDC will: improve existing lending capabilities for business, partner in local economic development initiatives through matching community economic development grants, restructure the tourism industry and strengthen links between incentives and job creation. Director McMahon said that in order to connect workers to jobs the administration plans to invest \$1.4 million in adult literacy as well to reform of the Human Resource Investment Council. In order to turn ideas into jobs, EDC is making monies available to companies through the Slater Technology Fund and establishing a creative companies tax credit, among other proposals. For more information on the governor's jobs package and EDC initiatives, please see attachment 2 or visit their website at www.riedc.com.

April 16th

- **The RI School-to-Career Program**

Linda Soderberg, Executive Director

Ms. Soderberg briefed the Council on how the School-to-Career Program can help small businesses in the State. She told the Council that she was looking for small businesses to take part in the Senior Project Program and act as mentors. She said that the program has worked to help students develop an interest in core employment fields. For more information on the School-to-Career Program visit <http://www.ristc.org>.

June 4th

- **The Permanent Joint Legislative Commission on Health Care Oversight 2004**

The Honorable Elizabeth Roberts, Co-Chair

Senator Roberts explained that this Joint Commission was

established four years ago to track the implementation of the state's healthcare system and to monitor and initiate legislation on health care issues. Members are Representative Arthur J. Corvese, Representative Steven M. Costantino, Co-Chair, Representative Joanne Gianinni, Senator June Gibbs, Representative Brian Patrick Kennedy, Senate Majority Leader M. Teresa Paiva-Weed, Senator Rhoda Perry, Senator Elizabeth Roberts, Co-Chair, Representative Susan Story, Senator John Tassoni, Jr. and Representative Peter Wasylyk. She said that the committee had been meeting every other week to hear people testify on various issues pertinent to the healthcare situation in Rhode Island. She said that they heard from many types of groups from both inside and outside of Rhode Island. She said they looked at the health insurance market in Rhode Island to see if the state has the right regulation capacity. She said that the problems we are dealing with are not unique to Rhode Island. She said that some things are worse and some things are better in Rhode Island. She said that Blue Cross and the provider community needs to work together. Senator Roberts said that the Department of Business Regulation is structured in a way that is equipped to regulate health insurance, however appropriate resources are necessary to carry this out. She said that the committee is looking to create a health insurance commissioner within DBR. She also said that Senator Sheehan put forward legislation that would allow Rhode Island to take part in the Massachusetts purchasing pool for healthcare. She said a regional approach to healthcare insurance was an interesting concept. Senator Roberts said that the Committee would put forth their recommendations at the end of June. For more information on the Permanent Joint Legislative Commission on Health Care Oversight please visit www.rilin.state.ri.us.

October 14th

- **Briefing on the RI Small Business Regulatory Flexibility Act of 2004**

Mark Deion, President, Deion Associates & Strategies Inc., Vice

Chair, Board of Directors, RI Small Business Alliance

Mr. Deion said that he had been working with Senator Leo Blais for the past 8 years on the Regulatory Flexibility legislation and he thanked those in attendance who have helped advocate on behalf of the bill. He said that this legislation, which was modeled after model legislation put forth by the US Small Business Administration's Office of Advocacy, was signed into law by the governor on September 13th. He said that this law would require the EDC to serve as an advocate for Rhode Island small businesses. He said the law requires state agencies to notify the Governor's office and the EDC of any proposed regulation before the start of the formal rule making process. If either office identifies a regulation as having the potential for an adverse economic impact, the agency will be required to prepare a "regulatory flexibility analysis" (a report contrasting the need for change with alternatives that could accomplish the aim of the rules and minimize the impact on small business). He said that administrative procedures for carrying out the process need to be identified as well as further legislative language to give the law more authority.

- Briefing on Purchasing and Payment Information RIVIP/RIPAY

Helen Christy, RI Department of Administration

Helen Christy presented an overview of the RI vendor information programs that are of use to small businesses. She said that there are online tutorials available to businesses who would like to do business with the state that are available at the Department of Purchasing web-site located at www.purchasing.state.ri.us. She said that the RI vendor information program has gone under a complete web-based transformation and that it is very user friendly for small businesses. Ms. Christy said that the RIPAY online system is 6 months old and that the vendors can see payment status online in real time. She said this streamlines the process for small businesses.

December 17th

- Briefing on the RI Fire Safety Law

Jesse Owens, RI State Fire Marshal

Marshal Owens said that this is an extraordinary time in RI in light of the Station night club fire and the subsequent laws that were put in place. He said that he has been working hard at getting into the business community to explain the issues and talk about ways to implement the law. Marshal Owens said that the biggest problem he faces is having enough manpower to help enforce the laws and help businesses become compliant. He said the office is down to 14 people and that it should take 50 people to do the job. He said that he would be up to 21 people in 2005. He said that at no time in US history has more fire safety laws been passed at one time. He said that the Office of Fire Marshal empowers local fire inspectors to do inspections and they have been training as many people as they can. He said that they have been setting up work issues between inspectors and the small business community. He said that it is the focus of his office to be business conscious in the application of the law. Marshal Owens said that if anyone has a question or assistance with the fire law to call him directly. He named three key pieces of the law. They are: elimination of grandfather clauses, it is a community based process that empowers the localities to get involved with the process and the fact that random inspections are now taking place to ensure greater accountability. Juana Horton asked if the fire safety information has been printed in Spanish. Marshal Owens replied it had not and that they would work on getting that done ASAP. Chairman Fogarty said that it is critical to have consistent allocation and follow monitoring. For more information on the RI State Fire Codes, please visit <http://www.fire-marshal.ri.gov/>.

- Venture Capital in Rhode Island

Jerry Schaufeld, RI Slater Centers

Garrett Hunter, RI Business Development Company

Jerry Schaufeld began his remarks saying that venture capital is imperative to create an environment where businesses with high - end job growth can flourish. He said the innovation chain is where each piece of capital is used to support businesses at various levels in their development and venture capital or angel investment money is critical for this chain. This independent

investment is what helps fund projects that will drive the new economy. He said that he and Garrett Hunter were actively working with a new venture capital group called the Cherrystone Group. This group of investors focuses on providing venture capital to RI upstart businesses. He said that the BDC provides debt service coverage to help emerging companies. For more information please visit www.bdc-ri.com.

Business Visits

In order to gain a greater understanding of the needs and challenges of small businesses, Chairman Fogarty visited numerous businesses and economic development agencies. These visits have diversified participation within the SBAC and provided an educational opportunity for the Chairman to learn about certain issues which can be brought to the attention of the SBAC and the RI EDC. The following is a list of some of the businesses and organizations visited by the Chairman in 2004.

G and G Technologies	Guenko Guenev, CEO
ChemArt	Richard Beaupre, CEO
Vishay Microfilms	
Cottrell Dairy Farm	Glenn Cottrell, Owner
LiveWave Technologies	Peter Mottur, President
Horton Interpreting Services	Juana Horton, CEO
Banneker Industries	Cheryl Watkins Snead
Southside Broad Street Business Tour	Jose Brito, Broad Street Merchants Assn.
CAS America Manufacturing	Joe Cannon, President
Ibis Consulting	Jay McNally, President
AS220	Bert Krenka
Black Repertory Theatre	Don King
White Electric Coffee	Tonya Langford
Cloth	Diane Horton

Abode	Dann Cady
OkieDokie Gallery	Johanna Fisher
Gamm Theatre	Tony Estrella
Pawtucket Arts Exchange	Steve Kummins
Morris Nathanson Design	John Kane
Cadeaux Du Monde	Kate Dyer
Suydam and Diepenbrock Design	Peter Diepenbrock

III. Forums

One of the main objectives of the Small Business Advocacy Council is to foster communication between state government, small business advocacy groups and the small business community. It is the intent of the SBAC to provide business people with the tools they need to start and grow their business. Over the past few years, the SBAC has developed and initiated numerous forums aimed at empowering members of the small business community.

In 2004 the SBAC, in conjunction with the Rhode Island Small Business Development Center, sponsored the Second Annual Rhode Island Latino Business Expo. Also, the SBAC held two agricultural business seminars and the *Business of Creativity: Tools for Artists* seminar.

Latino Business Exposition

On October 15th, at Rhodes on the Pawtuxet in Cranston, the Small Business Advocacy Council in conjunction with the RI Small Business Development Center (RI SBDC) hosted the second annual Latino Business Exposition. The Expo was sponsored by Blue Cross Blue Shield of RI, Citizens Bank, Coastway Credit Union, Comfort Dental, El Latino Expreso/Ojornal, Fleet/Bank of America, Sovereign Bank, Stop & Shop Supermarket Company, SuperMax 990AM and Telemundo. The event drew over 100 exhibitors and several

hundred attendees.

- Objectives:

The purpose of the event was to offer a grassroots, community driven business expo, affordably priced and encompassing cultural and social dynamics that cater specifically to the Latino community (food, music, Spanish language). This event also allowed entrepreneurs outside of the Latino community to gain a further understanding of this business segment and potentially seek joint ventures or other business related partnership.

Other objectives of the exposition were to empower members of this emerging segment of the Rhode Island economy by creating a networking opportunity, and to foster business relationships and build capacity. Strategically moving beyond their traditional niche market will broaden this demographic sector's impact on the local and state economy.

- Community Involvement/Marketing:

Many community partners helped in making this event such a success. Progreso Latino, CHisPA, SouthSide Broad Street and the South Providence Merchants Association all helped in marketing and assisting with the event. The involvement of these local community organizations helped to energize the local business base from a grass-roots level.

In order to market this event, articles appeared in the Pawtucket Times, The Woonsocket Call, The Providence Journal, The Providence Business News and Providence en Espanol. The radio station Supermax 990 AM and the television station Telemundo featured public service announcements showcasing this event.

In anticipation of the event, Chairman Fogarty toured many Latino owned businesses in the Southside Broad Street neighborhood as well as in Central Falls and Pawtucket. These business visits took place in conjunction with local elected officials, the RI SBDC and the US Small Business Administration.

Arts as an Economic Engine Workgroup

Herb Weiss, Chair	City of Pawtucket, Office of Re-Development
Randall Rosenbaum	Executive Director, RI State Arts Council
Ann Galligan	Co-Director, The Cultural and Arts Policy Institute at Northeastern University
Tonya Langford	Director of Programs, Arts and Business Council of Rhode Island
Johana Fisher	Gimmick Jewelry
Sharon Ahern	Westerly-Pawcatuck Downtown Manager
James Derentis	Executive Vice President Retail banking and Marketing, Bank RI
Jefferson Guimond	Director of Community Affairs, Office of the Lieutenant Governor/ SBAC Staff Member

The workgroup met prior to the May 21 event in order to develop the agenda and work on logistics. In order to ascertain the effectiveness of the seminar, a survey was developed and administered to attendees.

The Business of Creativity: *Tools for Artists*

On Friday, May 21, 2004 at the Narzarian Center for the Arts at Rhode Island College, the SBAC in conjunction with the RI State Council on the Arts and the RI Arts and Business Council hosted a daylong arts as an economic engine seminar. The forum, which was sponsored by BankRI, provided artists, creative sector companies and smaller arts businesses with valuable insights on current trends and thinking for developing effective business strategies. The seminar also included perspectives from policy makers, business people, researchers and practitioners.

Program

- **8:45 AM -3:45 PM - Networking with agencies that can empower our creative workers.**

Resource partners provided an opportunity for attendees to hear about programs and incentives as well as network with the people who can help them become more effective businesspeople.

City of Pawtucket
RI State Arts Council
RI Coalition for Minority Investment
Arts and Business Council of Rhode Island
Secretary of State First Stop Business Center
Center for Women and Enterprise
Bank RI
RI Micro-Enterprise Association
US Small Business Administration
City of Providence
City of Woonsocket

9:00 AM -9:30 AM - Greetings and Introduction:

- **Lieutenant Governor Fogarty, Chair, RI SBAC**
- **Jim DeRentis, BankRI**
- **John Nazarian, President, RI College**

9:30 AM -10:15 AM – Creative Capital: A Model for Artists

Achieving Sustainability in 21 Century Communities

- Alison Pou, *Associate Director*

Artists give sound, shape, weight and movement to contemporary ideas and experiences so that they might be shared with, better understood, and responded to by society. Without a lively community of artists, the evolution of any society's cultural heritage will be incomplete. In order for artists to succeed in the current environment, they need to acquire skills and tools that can complement their artistic talent and enable it to flourish. Creative Capital surrounds artists with a wealth of services and opportunities to learn how to be more in command of their own careers, and therefore, thrive.

Alyson Pou is an artist who produces her own installations and performances. She has performed and/or exhibited in major venues in New York City, and around the country. Ms. Pou is the recipient of the New York Dance and Performance Award in the category of Choreographer/Creator. She has taught at New York University, Cooper Union, Smith College, Williams College, and other Institutions. She has been an artist, curator, arts administrator, and writer for more than 20 years. She was Director of Programming and Public Relations at Creative Time Inc., a public art presenting organization in New York City from 1985 - 1997. She has extensive experience as a grantmaking panelist and as a developer of services for artists.

10:15 AM -12:15 PM — Panel Discussion: The Artists as Entrepreneur

This presentation discussed how the arts and arts businesses are an important economic engine for Rhode Island and provided an outline of some of the strategies artists and arts businesses need for success

- Ann Galligan, *Associate Professor and Co-Director of the Cultural and Arts Policy Research Center at Northeastern University.*
- Sheila Hoogeboom, *Program Manager for the Center for Design and Business (RISD and Bryant collaborative)*
- Peter Diepenbrock, *Deipenbrock and Suydam, Sculptor and*

Artist from Newport

12:15 PM -1:00 PM - Lunch

1:00 PM -1:45 PM – Municipal Arts Districts the Rhode Island Renaissance

Rhode Island is recognized as one of the strongest locations in the country for arts support. This panel discussion allowed public officials describe how arts and entertainment districts are being developed as tools for assistance at the local levels and what that means for artists.

- *The Honorable James Doyle, Mayor, City of Pawtucket*
- *The Honorable David Cicilline, Mayor, City of Providence*
- *The Honorable Peter Lewiss, State Representative, Town of Westerly*

1:45 PM -2:30 PM - Making a Living Making Art

This presentation helped artists to "think like an entrepreneur" to leverage their skills into a successful business. Topics included practical instruction in mastering the basics of business planning, marketing and financial literacy.

- *Ken Proudfoot, Executive Director, Enterprise Institute of RI,*

2:30 PM - Closing Remarks

- *Herb Weiss, Chair, Small Business Advocacy Council Arts Forum Workgroup*

Program Feedback

A survey was administered at the event in order to get a better understanding of the specific needs of the arts community and how this forum assisted them as small businesspeople. Subsequently, the Arts Forum Workgroup put together recommendations that can be used to help enhance the arts as an economic engine throughout the state.

What They Are Saying - What Benefits did you gain from the

Seminar?

Knowing that I'm already doing a lot of things right!

The most valuable part of this work session was the opportunity to network – information about specific organizations that do similar work

Great information, literature and information! This seminar provided me with more than enough tools to successfully start my business.

Meeting some people I should contact! It made me think about the need to develop an arts and cultural policy in my community.

Learning the importance of the business side of being an artist. The need to keep in mind that creating is only part, income concerns need high priority.

Excellent place to host a conference – Easy to find, free parking, very nice. Welcoming Refreshments and divers and delicious lunch...Thank You

I have never thought of my work as a business until today!

I am glad I came to the workshop. I am intrigued to realize that I have possibilities other than my current profession to help improve the quality of my life and the life of my family. I would so much love the opportunity to show my work more consistently. I would so much love to have the time and space to create new work more regularly. This workshop showed me that both these desires are possible.

To show me and others like me to be able to contact other artists and to look for a mentor

To know there is help out there!

Meeting other artists and learning more about their individual talents and struggles.

Networking with business arts and political leaders

Inspiration received from hearing story of a successful artist – Peter Diepenbrock – Also, reminders about the importance of

writing down goals and plans. Inspiration, encouragement and ideas!

DO IT AGAIN!

Strategic planning and ideas on how to proceed.

Ken Proudfoot — EXCELLENT!

Perspective on my work and how it can be part of my income.

Planting the Seeds of Knowledge!

Enjoyed Ken Proudfoot, Shiela Hoogeboom and Peter Diepenbrock!

Learning about Creative Capital, the opportunity to network from different art sectors, and to be shown who is out there in the state to help artists

It was truly geared toward the needs of artists — offering concrete tools to succeed

Realizing that I can do it and that communities, state etc. are indeed realizing the value of arts and artists being introduced to new resources. Most seminars for artists go over the same old stuff — this was far more in-depth than I expected on several levels above what has been done before.

Where do we go from here? *Addressing Artist Needs*

Targeting specific artists (performing, visual etc.) needs with forums and information targeting a specific artists expertise.

Frustration Forum!

More training on marketing and publicity

Precise information on how the tax incentives work for artists in RI locations. Live-work opportunities in Providence and Pawtucket.

In-depth discussion on developing in-depth business strategies

"Making a living making art" – great presentation – Need more time to explore as a group, brainstorming exercise.

A list of resources organized by artist need

A separate seminar focusing on what active artists are doing in Rhode Island similar to the Peter Diepenbrock presentation.

Need more information on planning, mentoring, permits

How to: educate buyers, educate press outlets, work collaboratively to market art, advocate and voice concerns to the legislature.

Health insurance for artists!

Grant research and writing workshop

Separate workshops for performing artists and visual artists and developing a business

How to write a stress-less grant and business plan. How to get reasonable studio space. More advice on techniques to making the selling of my art easier and less stressful.

Buying and renovating a building what benefits are offered from the state?

Separate seminar for arts organizations – knowledge and insight into better business strategies

Regional Agricultural Business Seminars

The Small Business Advocacy Council in conjunction with the Rhode Island Rural Development Council (RIRDC) held two regional agricultural business seminars in 2004. The Southern Rhode Island seminar was held on March 9th at the University Club on the campus of the University of Rhode Island and the Northern Rhode Island seminar sponsored in conjunction with the Northern Rhode Island Chamber of Commerce was held on May 11th at 12 Acres in Smithfield.

According to the RIRDC survey, government officials, agricultural, environmental and community groups, trade associations, land trusts and economic development advocates stated that the top threat to Rhode Island's rural areas is the changing population density. Top concerns include environmental degradation, development, resource constraints, infrastructure and taxes. Farm preservation and sprawl also topped the list of concerns.

The seminars featured key resource agencies that specialize in business development and preservation of rural communities. Below is a list of the participants and their contact information for more information.

- Gerard Bertrand, Executive Director, RI Rural Development Council. This agency provides grants and loans to agricultural businesses. For more information please call 667-0071 or visit their web-site at www.ruralri.org.
- Louis Soares, RI Economic Development Corporation. This agency provides loans, grants and technical assistance to businesses throughout the state. For more information please call 222-2601 or visit their web-site at www.riedc.com.
- Dexter Miller, RI Resource Conservation and Development Council. This organization provides grants and technical assistance to agricultural businesses. For more information please call 949-4418.
- Diane Fournaris, RI Small Business Development Center. This organization provides technical assistance to small businesses throughout Rhode Island. For more information please call 263-5127 or visit their web-site at risbdc.org.
- John Cronin, RI Manufacturing Extension Services (RIMES). This organization helps manufacturers through technical and managerial assistance. For more information please call 294-3535 or visit their web-site at www.rimes.org.
- Scott Wolf, GrowSmart Rhode Island. This organization focuses on helping to implement smart growth policies that will help preserve open space and the quality of life in Rhode Island. For more information please call 273-5711 or visit their web-site at www.growsmartri.com.

Appendix I

STATUTE ESTABLISHING

THE SMALL BUSINESS ADVOCACY COUNCIL

CHAPTER 42-91

§ 42-91-1 Creation of council. — There is created and established a "small business advocacy

council", hereinafter referred to as the "council".

§ 42-91-2 Membership of council. — (a) The council shall consist of twenty (20) members, ten

(10) of whom shall be public members, two (2) to be appointed by the governor, two (2) by the

lieutenant governor, two (2) by the speaker of the house, two (2) by the senate majority leader, one by the secretary of state, and one by the general treasurer; provided, however, that all of the public members shall be officers, partners, or proprietors of Rhode Island companies that are small businesses as defined by the United States small business administration; one of whom shall be affiliated with a business-related department of a Rhode Island institution of higher learning, to be appointed by the lieutenant governor; one of whom shall be a minority party member of the joint committee on small business, to be appointed by the speaker of the house; one of whom shall be a member of the governor's staff, to be appointed by the governor; and the chairperson of the joint committee on small business, ex officio; the vice-chairperson of the joint committee on small business, ex officio; the director of the department of economic development, or the director's permanent designee, ex officio; the director of the department of labor and training or the director's permanent designee, ex officio; the secretary of state, or the secretary's permanent designee, ex officio; the general treasurer, or the treasurer's permanent designee, ex officio; and the lieutenant governor, ex officio. The lieutenant governor shall serve as chairperson of the council.

(b) One of the public members appointed by each of the appointing authorities shall be appointed to serve until the first day of June, 1987, and the other to serve until the first day of June, 1988; and all members shall serve until their successors are appointed and qualified. In the month of May in any year in which a public member's term of office expires, the respective appointing authorities shall appoint successors to the members whose terms shall expire in that year, to hold office commencing on the first day of June in the year of appointment for a term of three (3) years or until their respective successors are appointed and qualified. Any vacancy of an appointed member, which may occur in the council, shall be

filled by appointment by the respective appointing authority for the remainder of the unexpired term. Ex-officio members shall serve until the end of their term of office; the member of the governor's staff shall serve until the end of the governor's term of office.

(c) The council shall meet at the call of the lieutenant governor and shall elect from among

themselves a vice-chairperson, who shall be one of the public members, and a secretary. The council shall meet at least quarterly during each calendar year.

(d) The membership shall receive no compensation for their services. The council may request,

through the department of economic development, any clerical and technical assistance it may deem necessary to accomplish its purpose.

§ 42-91-3 Purpose and duties. — (a) The purpose of the council shall be to develop those specific

and comprehensive recommendations for executive and legislative action as may be necessary and proper to maintain and encourage the continued viability of small businesses in the state. To enable it to carry out that purpose, the council shall study the following matters and any others it deems appropriate:

(1) The problems and needs of small businesses.

(2) The role of small businesses in creating jobs, and what will assist small businesses in carrying out that role.

§ 42-91-4 Reports. — The council shall serve as a continuing advisory body and shall report its

recommendations to the governor and general assembly from time to time, together with drafts of

legislation necessary to carry out the recommendations; provided, however, that the council shall file an annual report on or before January 30 each year with the governor and the general assembly.